

EXPORT BRIEFS

United States
Department of
Agriculture

These export opportunities for U.S. food & agricultural products have been gathered by agricultural and other U.S. government officers serving abroad. The USDA does not guarantee the reliability of the overseas inquirer. For further information, contact the foreign firm originating the inquiry.

Foreign
Agricultural
Service

Products Sought by Foreign Buyers



May 8 - 14, 1986

ALFALFA MEAL & OTHER PREPARED ANIMAL FEEDS (UNITED KINGDOM). FISH MEAL, VITAMIN PACIL AND TRACE MINERALS FOR STARTER CHICKS, GROWERS, LAYERS, BREEDERS. QUANTITY: CONTAINER LOADS. QUALITY: BEST - FOR NIGERIA. DELIVERY: ASAP. QUOTE: C&F NIGERIA. BANK REF: MIDLAND BANK PLC, 69 PALL MALL, LONDON SW1Y 5EY. CONTACT: MISS DERYN DE TEMPLE, LORNAMEAD LIMITED, 132 COMMERCIAL STREET, GREENAWAY HOUSE, LONDON E1 6NF, UNITED KINGDOM. PHONE: 01 377 5000. TELEX: 892681 LORNME G. (WK 20/TOFAS 0334)

(A)BEEF CATTLE, (B)SUGAR, (C)WHOLE FROZEN CHICKENS, (D)SOYBEAN OIL (PORTUGAL). Quantity: a)6,000 head; b)50,000 MT; c)1,500/2,500 MT; d)10,000/15,000 MT. Quality: top quality steers with 4 permanent incisive teeth weighing between 450-500 kgs ea.; sugar - white crystal; chickens - broilers, grade A; oil - best, edible. Packaging: sugar; standard; whole frozen chickens: cartons; soybean oil; plastic bottles, 1, 2, 3, 5 kilos. Delivery: all soonest possible after contracting, except beef cattle: 1000 head per month, starting immediately after contracting. Other Req: all irrevocable and confirmed L/C primer Swiss Bank; Beef Cattle: 10% at delivery, the remaining 90% 90 days thereafter. Quote: Beef Cattle: CIF Alexandria Egypt FOB and C&F; Sugar: CIF Lisbon, FOB and C&F; Whole Frozen Chickens and Soybean Oil: CIF Lisbon, Rotterdam, Istanbul and Iskenderun Bank Ref: Banco Portugues do Atlantico, Rua do Ouro, Lisboa or Banco Predial Portugues, Campo Pequeno, Lisboa;. CONTACT: Mr. Alberto Correia, Tradeimpex-Luso International, R. Pascoal De Melo, 13, Salas 1,2,7,8, 1100 Lisbon, Portugal. Telex: 00064747 FIMPEX. Phone: 840216/18 or 848836/38. (WK 20/TOFAS 0000)

BERMUDA GRASS SEEDS (UNITED ARAB EMIRATES). UAE OFFICE EQUIPMENT FIRM ESTABLISHED SINCE 1971 AND WHICH HAS RECENTLY STARTED AN AGRICULTURAL SUPPLIES SECTION, SEEKS RELIABLE U.S. SUPPLIERS. QUANTITY: 5 MT. QUALITY: SYNODON DACTYLON -LAWN GRASS. 1) COLLECTION DATE: 85/86 2) GERMINATION: 95 % 3) PURITY: 98 % 4)INSECT AND DISEASE FREE 5) FREE FROM OTHER SEEDS 6) GERMINATION TEST DATE 1986. PACKAGING: MOISTURE PROOF 35 OR 50 KG BAGS. DELIVERY: ASAP. QUOTE: C&F ABU DHABI OR DUBAI, U.A.E. BANK REF: NATIONAL BANK OF ABU DHABI. CONTACT: MR. HAITHAM GHOSHEH, AL HAMRA TRADING EST., P.O. BOX 392, ABU DHABI/UNITED ARAB EMIRATES. TELEX: 22485 HAMAR EM. PHONE: 822561. (WK 20/TOFAS 0114)



BREAD WHEAT (UNITED KINGDOM). US DAR NORTHERN SPRING WHEAT NO. 1 AND US SOFT RED WINTER. QUANTITY: 300,000 MT WITH OPTIONS FOR ANOTHER 200,000 MT. QUALITY: BEST. PACKAGING: 12 - 2 OZ SAMPLES REQUIRED. DELIVERY: ASAP. OTHER REQ: INFORMATION REQUESTED: CROP YEAR, MOISTURE CONTENT, SPECIFIC WEIGHT, BROKEN GRAINS, GRAIN IMPURITY, SPROUTED GRAINS, MISC IMPURITIES, AVERAGE QUALITY. QUOTE: SOUTH AFRICAN PORT. CONTACT: MR. C.S. GORZKO, C.S. GORSKO & CO LTD, 14E HOWDENBANK, HAWICK, BORDERS, SCOTLAND TD9 7JT, UNITED KINGDOM. PHONE: 0450 77044. (WK 20/TOFAS 0337)

BROWN, PARBOILED RICE (GERMANY). Quantity: 150 MT per year in 6-9 deliveries. Quality: best quality; long, medium, and short grained rice. Packaging: 25 lb bags. Other: This company was established in 1978 and acts as importer for Europe. Please send samples with your offer; rice will be tested in laboratories first. Delivery: ASAP. Quote: FOB. Bank ref: Frankfurter Volksbank, Frankfurt/Main. CONTACT: Mr. Kurt Becker, Eldeko Vertrieb, Darmstaedter Landstrasse 264, D-6000 Frankfurt/Main 70, W. Germany. Phone: (069) 68 20 06. Telex: 4189426 ELKO D. (WK 20/TOFAS 0036)

CANNED PEACHES IN HALVES, PEARS IN HALVES, APRICOTS IN HALVES, FRUIT COCKTAILS, MIXED VEGETABLES, CUT BEANS, BEET ROOT, GARDEN PEAS, RED KIDNEY BEANS, BUTTER BEANS AND PINTO BEANS (UNITED ARAB EMIRATES). MEDIUM SIZED UAE IMPORTER/WHOLESALE/CATERER OF FOOD PRODUCTS ESTABLISHED IN 1985 WITH ANNUAL TURNOVER OF OVER \$3 MILLION SEEKS RELIABLE U.S SUPPLIERS. QUANTITY: 1 X 20-FT CONTAINER OF ASSORTED FRUITS AND 1 - 20-FT CONTAINER OF ASSORTED VEGETABLES AND BEANS. QUALITY: GRADE A. PACKAGING: CATERING SIZE A10. DELIVERY: ASAP. OTHER REQ: PRODUCTS MUST BEAR LABEL SHOWING DATES OF PRODUCTION AND EXPIRY, INGREDIENTS, PRODUCT NAME, BRAND NAME AND NET WEIGHT PREFERABLY IN ARABIC. QUOTE: C&F DUBAI, U.A.E. BANK REF: BANK OF CREDIT AND COMMERCE EMIRATES, ABU DHABI MAIN BRANCH. CONTACT: MR. EUGENE MASCARENHAS, FOOD PLUS COMPANY, P.O. BOX 10084, DUBAI, UNITED ARAB EMIRATES. TELEX: 47425 FPLUS EM. PHONE: 259400/251886. (WK 20/TOFAS 0115)

CATTLE HORNS (JAPAN). Specific quantities and delivery schedule to be decided later. Appropriate packaging for export. Quote: C&F. Importer/Wholesaler, established in 1947, with total annual imports and sales of \$20 million. Bank ref: Daiwa Bank, Abenobashi Branch, Osaka. CONTACT: Mr. Yoshimitsu Nakao, NBK International Ltd., 7-4, Horikoshi-cho, Tennoji-ku, Osaka-shi, Japan. Telex: 527-8915 NBK J. Phone: (06)779-7771. (WK 20/TOFAS 0120)

CHICK PEAS & OTHER PULSES (HONG KONG). Quantity: 10,000 MT per year. Quality: grade A. Packaging: gunny bags. Delivery: prompt. Quote: CIF Calcutta. Bank Ref: Bank of Credit and Commerce Hong Kong Ltd., Connaught Road, Hong Kong. CONTACT: U.C. Jain, Patap Development Ltd., 37 Wyndham St., 2/F, Hong Kong. Telex: 89429 UCJ HX. Phone: 5-260223. (WK 20/TOFAS 0002)

CHICKEN FEED (PAPUA NEW GUINEA). Businessman and minister of public works of Papua New Guinea seeks reliable U.S. suppliers of chicken feed. Quantity: 20 MT first shipment, 200 MT per annum. Quality: General. Packaging: In 40 and/or 50 kilo bags. Delivery: Bi-monthly. Quote: CIF Lae and Port Moresby. Bank ref: PNG Banking Corporation, P O Box 78, Port Moresby, Papua New Guinea, Phone 229700, contact Mr. Peter Nicholas. CONTACT: Peter Kuman, Wagi Pty Ltd., P O Box 326, Kundiawa, Chimbu Province, Papua New Guinea. Telex: NE22114. Phone: 259821. (WK 20/TOFAS 0060)

CORN GLUTEN MEAL (KOREA). Quantity: 150-200 MT. Quality: Protein: 60% Min. Moisture: 12.5% Max. Packaging: Container, 40-ft. Delivery: Early July. Quote: C&F or FOB Inchon or Pusan Port. Bank ref: Choheung Bank, Head Office. CONTACT: Mr. Shin, Byeong Heon, Haitai International Inc., CPO Box 4488, Seoul, Korea. Telex: K25029 HAITAI. Cable: "HAITAI" SEOUL. Phone: 739-7300. (WK 20/TOFAS 0037)

DOG FOOD (JAPAN). Specific quantities and delivery schedule to be decided later. Retail packaging. Quote: C&F. One of Japan's major importers. Established in 1924, with total imports of \$10 billion a year. Bank ref: Bank of Tokyo, Nihonbashi Branch, Tokyo. CONTACT: Mr. Isao Nishiguchi, Kasho Co., Ltd., 2-14-9, Nihonbashi, Chuo-ku, Tokyo, Japan. Telex: 222-2393 KSKTOK J. Phone: (03)276-7623. (WK 20/TOFAS 0121)

EDIBLE SOYBEANS; EDIBLE SOY OIL; BROILERS, ISLAMIC SLAUGHTER; SUGAR; DRIED MILK FOR INFANTS; SOYBEANS; INFANTS FOOD; DRIED MILK (PORTUGAL). Quantity: edible soybeans and edible soy oil: 10,000 MT; broilers: 1000/2000 MT every month, during six months; sugar: 1,000 MT, one shipment; dried milk for infants: 200/300 MT monthly; soybeans: 10,000/20,000 MT; infants food: ten 40-ft containers during a minimum of six months; Dried Milk: 1,000 MT. Quality: best for all except broilers: grade A weighting 1,400/1,800 Kg ea.; sugar: wWhite refined or chrystal for human consumption, grade between 9.7 and 9.9; soybeans: for feed; infants food: "Nestum Lactogene" suitable for infants over six months. Packaging: 40 ft containers or, alternatively, 20 ft containers; plastic bottles of 1, 2, 3, 5 Kgs; cartoons, individually packed in polyethelene bags with giblets separately packed and inserted inside cavity; jute or polyethelene 50 Kg. bags; standard; bulk; 1/2 or 1 Kg cans; 20 Kg. bags. Delivery: soonest possible after contracting. Other Req: edible soybeans, edible soy oil, broilers, sugar, infants food, dired milk; Irrevocable letter of credit; dried milk for infants and soybeans for feed; Irrevocable and confirmed L/C primer Swiss Bank. Broilers; Importer wants no marks showing U.S. origin; dried milk for infants and soybeans for Feed; 10% at delivery, the remaining 90% 90 days thereafter. Quote: edible soybeans and edible soy oil; CIF Lisbon (in transit to Middle East by TIR), Rotterdam, Istambul and Iskenderun; broilers; CIF Lisbon (in transit to Middle East by TIR); Sugar; CIF Lisbon; dried milk for infants; FOB & C&F; soybeans for feed; CIF Lisbon, C&F & FOB; infants food; CIF Hong Kong, Taiwan; dried milk; CIF Zaire, Congo and Gabon. Bank Ref: Banco Portugues do Atlantico, Rua do Ouro, Lisboa or Banco Predial Portugues, Campo Pequeno, Lisboa. CONTACT: Mr. Alberto Correia, Tradeimpex-Luso International, R. Pascoal De Melo, 13, Salas 1,2,7,8, 1100 Lisbon, Portugal. Telex: 00064747 FIMPEX;. Phone: 840216/18 or 848836/38. (WK 20/TOFAS 0001)

FEED SUPPLEMENTS (UNITED KINGDOM). PET BIRD SEED - PARTICULARLY CANARY SEED AND COLORADO WHITE MILLET. QUANTITY: FULL CONTAINER LOTS. QUALITY: 99% CLEANED, 4% HULLED MAX. PACKAGING: 50 LBS BAGS OR 1 TON BIG BAGS OR POSSIBLY BULK. DELIVERY: PROMPT. QUOTE: FOB MAIN US PORT, E.G NEW ORLEANS. BANK REF: BARCLAYS BANK LTD, 126 STATION ROAD EDWARE, MIDDLESEX. CONTACT: MR. R.J. WHEELER, W.R. LUSCOMBE LTD, 481 GREEN LANES, PALMERS GREEN, LONDON N13 4BU TELEX: 24529 LUSCOM G. PHONE: 01 886 1456. (WK 20/TOFAS 0339)

FIR HEARTWOOD/OREGON PINE (HONG KONG). Trading company with China dealing in mixed products. Quantity: 10,000 cubic meters. Quality: Logs, min. diam. at top 25 cm., length 8 - 10 m. Delivery: ASAP. Quote: CIF Whampoa Kwangtung, China. Bank ref: Kwong On Bank, Ltd., China Resources Bldg., Wanchai, Hong Kong. CONTACT: Ms. Becky Woo, Muar Enterprise Company, Room 613 Tower B, Hungghom Comm. Center, Hong Kong. Telex: 49718 CROUN HX. Phone: 3-346757. (WK 20/TOFAS 0002)

FISH (CANADA). Large trading company, in business since 1938, dealing primarily in meat and dairy products requires frozen, unground FISH MEAT. Quantity: 20 Truckloads per year. Quality: for animal feed/unfit for human consumption. Packaging: 50 lb. wax lined boxes. Bank ref: Cdn. Imperial Bank of Commerce, 144 King St. West, Toronto, Ontario. CONTACT: Maurice Guzzo, Ronald A. Chisholm Ltd., 2 Bloor St. West, Suite 2501, Toronto, Ontario M4W 3K3, Canada. Telex: 0622281 Answerback: RACHISHOLM. Cable: BUTTORO TORONTO. Phone: 416-967-6000. (WK 20/TOFAS 8620)

FRESH CHILLED TUNA AND LIVE EELS (JAPAN). One container for the first shipment. Appropriate packaging. Immediate delivery by air and/or surface shipment. Quote: CIF. Importer/Wholesaler, established in 1966, with total annual imports and sales of \$150 million. Bank ref: Dai-ichi Kangyo Bank, Narita Branch, Chiba. CONTACT: Mr. Hiroshi Honma, Ohtori & Co., Ltd., 1-349, Nekona, Tomisato-machi, Inaba-gun, Chiba-ken, Japan. Telex: 3762117 HOEI J. Phone: (0476)93-9252. (WK 20/TOFAS 0118)

FROZEN AND/OR POWDERED EGG WHITE (JAPAN). Seventy-five MT per month. Institutional packaging. Immediate delivery by surface shipment. Quote: C&F. Importer/Wholesaler, established in 1978, with total imports of \$28 million a year. Bank ref: Daisan Sogo Bank, Yokkaichi Branch, Yokkaichi. CONTACT: Mr. Shin Yamada, Hakko Fisheries Co., Ltd., c/o Glory Bldg., 2-1-1, Kubota, Yokkaichi-shi, Mie-ken, Japan. Telex: 4948-255 HAKKO J. Phone: (0593)54-1191. (WK 20/TOFAS 0119)

FROZEN BEEF LIVER (EGYPT). Quantity: 60 MT. Quality: Selected beef liver from steers 1 1/2 - 2 years old. Frozen kidney beef: Quantity: 40 MT. Quality: from steers 1 1/2 - 2 years old. Quote: C&F Alexandria, Egypt. Delivery: ASAP. CONTACT: Hassan Ahmed Mohamed, Rafco Company, 4 El Eshaki St., Heliopolis, Cairo, Egypt. Telex: 92852 RFACO UN. Phone: 672090. (WK 20/TOFAS 0041)

FROZEN BROILERS (EGYPT). Quantity: 40 MT. Frozen chicken hindquarters. Quantity: 40 MT. Quote: C&F Alexandria, Egypt. Delivery: ASAP. CONTACT: Hassan Ahmed Mohamad, Rfaco Company, 4 El Eshaki Street, Heliopolis, Cairo, Egypt. Phone 672090. Telex 92852 RFACO UN. (WK 20/TOFAS 0045)

FROZEN CHICKEN (EGYPT). Quantity: 5000 MT. Quality: whole broilers. Weight: 950-1500 grms. Packaging: 10 or 12 same weight chickens per carton. Delivery: 500 MT every month. Quote: CIF Alexandria. CONTACT: Mr. Maher Abdel Hamid, International Co. for Development and Trade, 88, Kasr El Eini Street, Cairo, Egypt. Telex: 22943 HAMID UN. Phone: 3543330. (WK 20/TOFAS 0043)

FROZEN FISH (EGYPT). Quantity: 5000 MT. Quality: Mullet. Delivery: 1000 MT every two months. Quote: C&F Alexandria. CONTACT: Maher Abdel Hamid, International Co. for Development and Trade, 88, Kasr El Eini Street, Cairo, Egypt. Telex: 22943 HAMID UN. Phone: 3543330. (WK 20/TOFAS 0042)

FROZEN MULLET (EGYPT). Quantity: 40 MT. Delivery: ASAP. Quote: C&F Alexandria, Egypt. CONTACT: Hassan Ahmed Mohamad, Rfaco Company, 4 El Eshaki Street, Heliopolis, Cairo, Egypt. Phone: 672090. Telex: 92852 RFACO UN. (WK 20/TOFAS 0047)

FROZEN WHOLE TURKEY (EGYPT). Quantity: 5000 MT. Delivery: First shipment: 500 MT, then 900 MT every month. Quote: CIF Alexandria. CONTACT: Mr. Maher Abdel Hamid, International Co. for Development and Trade, 88, Kasr El Eini Street, Cairo, Egypt. Telex: 22943 HAMID UN. Phone: 3543330. (WK 20/TOFAS 0044)

GREASE AND EDIBLE TALLOW (UNITED KINGDOM). QUANTITY: 1 TON TRIAL SHIPMENT, THEREAFTER 300-500 TONS. QUALITY: EDIBLE TALLOW FOR DEEP FRYING. PACKAGING: MOST ECONOMICAL FOR INDUSTRIAL USE. DELIVERY: ASAP. QUOTE: SPANISH PORT. BANK REF: BANCO ESPANOL DE CREDITO. CONTACT: FRANCISCO JAVIER GABAS DE AXCON, NESTLE, ESPLUGAL DE LLOBREGAT, BARCELONA, SPAIN. PHONE: 371 7100. TELEX: 54723. (WK 20/TOFAS 0338)

GREEN PEAS & OTHER PULSES (HONG KONG). Quantity: 1000 tons per year. Quality: grade A. Packaging: gunny bags. Delivery: prompt. Quote: CIF Calcutta. Bank Ref: Bank of Credit and Commerce Hong Kong Ltd., Connaught Road, Central, Hong Kong. CONTACT: U.C. Jain, Patap Development Ltd., 37 Wyndham St., 2/F, Hong Kong. Telex: 89429 UCJ HX. Phone: 5-260223. (WK 20/TOFAS 0001)

HARD RED WINTER WHEAT/SOFT WINTER WHEAT (CANADA). Quantity: 100,000 MT total. Quality: #2 or better. Packaging: bulk. Delivery: May 30, 1986. Deadline: 860530. Other Req: 13.5% protein or better. Quote: FOB gulf. Bank ref: Furnished on request. CONTACT: Mr. Albert Beraldo, Vetreform Pharm, 69 Bessemer Rd. Unit 27, London, Ontario N6E 2V6, Canada. Telex: 064-5817. Phone: 519-685-5800. (WK 20/TOFAS 8618)

HOG FEED (PAPUA NEW GUINEA). Businessman and minister of public works of Papua New Guinea seeks reliable U.S. Suppliers of hog feed. Quantity: 20 MT first shipment, 300 MT per annum. Quality: general. Packaging: In 40 and/or 50 kilo bags. Delivery: bi-monthly. Quote: CIF Lae and Port Moresby. Bank ref: PNG Banking Corporation, P O Box 78, Port Moresby, Papua New Guinea. Phone 229700, Contact Mr. Peter Nicholas. CONTACT: Peter Kuman, Wagi Pty Ltd, P O Box 326, Kundiawa, Chimbu Province, Papua New Guinea. Telex: NE22114. Phone: 259821. (WK 20/TOFAS 0061)

HOPS (PAPUA NEW GUINEA). Businessman and minister of public works of Papua New Guinea seeks reliable U.S. Suppliers of hops for beer manufacturing. Quantity: 1000 MT per month. Quality: General. Packaging: By container load. Quote: CIF Lae and Port Moresby. Bank ref: PNG Banking Corporation, P.O. Box 78, Port Moresby, Papua New Guinea. Phone 229700, Contact Mr. Peter Nicholas. CONTACT: Peter Kuman, Wagi Pty Ltd, P O Box 326, Kundiawa, Chimbu Province, Papua New Guinea. Telex: NE22114. Phone: 259821. (WK 20/TOFAS 0063)

HORTICULTURAL AND TREE SEEDS (UNITED KINGDOM). QUANTITY: 1-50 TONS. QUALITY: BEST GRADE. PACKAGING: READY FOR CONSUMER. DELIVERY: ASAP. QUOTE: CIF, FOB. BANK REF: MIDLAND BANK LTD, GREEN STREET, LONDON E13. CONTACT: MR. J.J. RANPURA, J.K. RANPURA & PARTNERS, 8 MANSFIELD ROAD, LONDON, EC23N, UNITED KINGDOM. PHONE: 01 989 3725. (WK 20/TOFAS 0332)

LIVE ANIMALS (UNITED KINGDOM). WANTS LIVE SNAKES, LIZARDS, AMPHIBIANS, SCORPIONS AND TARANTULA SPIDERS. QUANTITY: UNLIMITED - 100 OF EACH PER MONTH. QUALITY: BEST. DELIVERY: ASAP. BANK REF: NATIONAL WESTMINSTER BANK, 10 BENETT STREET CAMBRIDGE CB2 3PU. CONTACT: MR. NICHOLAS COUSINS, N. COUSINS EXOTIC ANIMAL SUPPLIES, 43 THE CHASE ELY, CAMBS CB6 3BH. PHONE: 0353 2209. (WK 20/TOFAS 0000)

LONG GRAINED MILLED RICE (UNITED KINGDOM). QUANTITY: 5,000 TONS. QUALITY: BEST - 30%-35% BROKEN. PACKAGING: 100 KG BAGS - SEAWORTHY PACKING. DELIVERY: ASAP. QUOTE: UK PORT. BANK REF: CLYDSDALE BANK PLC, 30 LOMBARD STREET, LONDON EC3. CONTACT: MRS. HYDE, VINCEPORT LIMITED, 32 SAVILE ROW, W1X 1AG, LONDON, UNITED KINGDOM. PHONE: 01 437 6282. TELEX: 22208 LOYD G. (WK 20/TOFAS 0335)

MALT (PAPUA NEW GUINEA). Businessman and minister of public works of Papua New Guinea seeks reliable U.S. Suppliers of malt for beer manufacturing. Quantity: 1024 MT per month. Quality: General. Packaging: By container load. Delivery: not specified. Quote: CIF Lae and Port Moresby. Bank ref: PNG Banking Corporation, P O Box 78, Port Moresby, Papua New Guinea. Phone 229700, Contact: Mr. Peter Nicholas. CONTACT: Peter Kuman, Wagi Pty Ltd, P O Box 326, Kundiawa, Chimbu Province, Papua New Guinea. Telex: NE22114. Phone: 259821. (WK 20/TOFAS 0062)

ORGANICALLY GROWN BEANS, NUTS, SEEDS, GRAINS, CEREALS (HONG KONG). Quantity: 1 20-ft container. Quality: 1st grade, with a minimum of foreign matter. Packaging: bulk, packed in sacks. Delivery: prompt. Quote: FOB East Coast. Bank ref: Hong Kong Shanghai Banking Corporation, 1 Queens Road, Central, Hong Kong. CONTACT: Mr. James Rynne, Mayshin Co. Ltd, 808/37 Queens Road, Central, Hong Kong. Telex: 86595 MSHIN HX. Phone: 5-8104345. (WK 20/TOFAS 0001)

PEAS (UNITED KINGDOM). BLUE VIDET PEAS (SPLITS/CHIPS) AND YELLOW PEAS (SPLITS/CHIPS). QUANTITY: 20 TON LOTS. QUALITY: BEST. PACKAGING: 25 KG PAPER SACKS. DELIVERY: ASAP. QUOTE: CONTAINERS 20 FT (HOLDING 18 TONS). BANK REF: CLYDESDALE BANK LTD, 20 HANOVER STREET, EDINBURGH, SCOTLAND. CONTACT: MR. IAN LESLIE, SOUTRA FOODS UK LTD, EAST MAINS IND ESTATE, BROXBURN, WEST LOTHIAN, EH52 5AW, UNITED KINGDOM. PHONE: 0506 854721. (WK 20/TOFAS 0329)

POULTRY PRODUCTS (CANADA). Large trading company, in business since 1938, dealing primarily in meat and dairy products requires frozen, unground TURKEY FRAMES. Quantity: 12 Truckloads per year. Quality: for animal feed/unfit for human consumption. Packaging: 50 lb. wax lined boxes. Bank ref: Cdn. Imperial Bank of Commerce, 144 King St. West, Toronto, Ontario. CONTACT: Maurice Guzzo, Ronald A. Chisholm Ltd., 2 Bloor St. West, Suite 2501, Toronto, Ontario M4W 3K3, Canada. Telex: 0622281 Answerback: RACHISHOLM. Cable: BUTTORO TORONTO. Phone: 416-967-6000. (WK 20/TOFAS 8619)

SNACK FOODS, INCLUDING PEANUTS (UNITED KINGDOM). QUANTITY: 1-50 TONS. QUALITY: BEST. PACKAGING: READY FOR CONSUMER. DELIVERY: ASAP. QUOTE: CIF, FOB. BANK REF: MIDLAND BANK LTD, GREEN STREET, LONDON E13. CONTACT: MR. J.J. RANPURA, J.K. RANPURA & PARTNERS, 8 MANSFIELD ROAD, LONDON, EC23N, UNITED KINGDOM. PHONE: 01 989 3725. (WK 20/TOFAS 0333)

SOFT DRINKS AND OTHER BEVERAGES (UNITED KINGDOM). SOFT DRINKS. QUANTITY: 1-50 TONS. QUALITY: ANY GRADE. PACKAGING: READY FOR CONSUMER. DELIVERY: ASAP. QUOTE: CIF, FOB. BANK REF: MIDLAND BANK LTD, GREEN STREET, LONDON E13. CONTACT: MR. J.J. RANPURA, J.K. RANPURA & PARTNERS, 8 MANSFIELD ROAD, LONDON, EC23N, UNITED KINGDOM. PHONE: 01 989 3725. (WK 20/TOFAS 0331)

SUGAR AND BY-PRODUCTS (UNITED KINGDOM). QUANTITY: 1,000 TONS. QUALITY: BEST. PACKAGING: SEAWORTHY PACKAGING. DELIVERY: ASAP. QUOTE: UK PORT. BANK REF: CLYDSDALE BANK PLC, 30 LOMBARD STREET, LONDON EC3. CONTACT: MRS. HYDE, VINCEPORT LIMITED, 32 SAVILE ROW, W1X 1AG, LONDON, UNITED KINGDOM. PHONE: 01 437 6282. TELEX: 22208 LOYD G. (WK 20/TOFAS 0336)

SUNFLOWER SEEDS FOR OIL EXTRACTION (GERMANY). Quantity: 3,000 MT. Quality: No. 3 (or No. 2 alternatively). Packaging: to be determined. Other: This company was established in 1932. Sunflower seeds destined for Palembang (Sumatra) Indonesia. Shipment to be made in one lot. According to Indonesian custom laws, goods will have to be inspected by S.G.S. Control Co. upon arrival. Costs for this inspection will have to be paid by vendor. AG, Hamburg. CONTACT: Mr. Herbert Behrens/Mr. Beyersdorff, Firma Herbert A.H. Behrens GmbH & Co., Ballindamm 11, D-2000 Hamburg 1. Phone: (040) 30 800 10. Telex: 2161764 HAHB D. (WK 20/TOFAS 0037)

TURKEY LIVER (EGYPT). Quantity: 50 MT. Delivery: ASAP. Quote: C&F Alexandria, Egypt. CONTACT: Hassan Ahmed Mohamad, Rfaco Company, 4 El Eshaki Street, Heliopolis, Cairo, Egypt. Phone: 672090. Telex: 92852 RFACO UN. (WK 20/TOFAS 0046)

WHEAT (UNITED KINGDOM). QUANTITY: 10,000 MT PER SHIPMENT. QUALITY: NO: 2 RED WINTER WHEAT, 12.5% PROTEIN. PACKAGING: BAGS. DELIVERY: WITHIN THREE MONTHS. QUOTE: FOB US SEAPORT AND C&F PORT HARCOURT, NIGERIA. BANK REF: IRLC, LONDON. CONTACT: MR. M.J. CANTLE, UNIT SIX MARKETING CONSORTIUM LTD, 33 STATION SQUARE, PETTS WOOD, KENT BR5 1LZ, UNITED KINGDOM. PHONE: 0689 39628. TELEX: 896291 UNITSX G. (WK 20/TOFAS 0328)

WHOLE MILK POWDER (EGYPT). Quality: 26 - 28 percent fat. Quantity: 100 MT. Quote: C&F Alexandria, Egypt. CONTACT: Hassan Ahmed Mohamad, Rfaco Company, 4 El Eshaki Street, Heliopolis, Cairo, Egypt. Phone: 672090. Telex 92852 RFACO UN. (WK 20/TOFAS 0048)

MARKET DEVELOPMENT ACTIVITIESBan on Fresh Fruits, Vegetables and Meats

Effective May 8, Saudia Arabia Customs placed a ban on imports of all fresh fruits, vegetables and meats from European countries for fear of nuclear contamination. Export opportunities for fresh fruits and vegetables by air shipments will increase as a result of this ban. Other important factors adding to the export opportunity are the strength of the Dutch guilder (Holland is an important supplier to the Saudi market) and a seasonal decrease in local production.

AGEXPORT 86

The National Commission on Agricultural Trade and Export Policy (NCATEP) is hosting AgExport 86, a public affairs program of high-level discussions, problem solving, and open dialogue concerning American Agricultural trade. The event is scheduled for June 16-20, and will involve all sectors of the agriculture industry.

The NCATEP will use the AgExport 86 discussion panels as the means to present its final policy recommendations to the President and the Congress. These discussion panels, scheduled for Tuesday (6/17) and Wednesday (6/18) compose the most substantive part of the program and should be extremely valuable to those who attend.

Agriculturalists from across the country are expected to participate, and are urged to become involved in what should prove to be the Agricultural Trade event of the year. Additional information on AgExport 86 can be obtained at the following address:

National Commission On Agricultural
Trade and Export Policy
1515 South Building
14th & Independence, SW
Washington, D.C. 20250
(202) 488-1961

Marketing Announcements

Marketing Briefs are periodically prepared by the Agricultural Trade Offices. They serve as short overviews of individual commodity markets. The guides are designed for trade visitors. The most recent marketing briefs available are as follows:

<u>Country</u>	<u>Market Briefs by Subject</u>	
United Kingdom	1. Peanuts	22. Beer
"	2. Kiwifruit	23. Sweet Peppers
"	3. Petfood	24. Chili Peppers
"	4. Meats	25. Mangoes
"	5. Raspberries	26. Grocery Retailing
"	6. Sunflower Seeds	27. Apples
"	7. Garlic	28. Grapes
"	8. Wine	29. Pears
"	9. Pulses	30. Food Processing
"	10. Consumer Cooking Oils	and Food
"	11. Pineapple Juice	Servicing Market
"	12. Cigars	31. Peaches
"	13. Honey, Beeswax, and	32. Almonds
"	Royal Jelly	33. Walnuts
"	14. Pistachios	34. Rice
"	15. Fresh Water	35. Onions
"	Fish	36. Carrots and
"	16. Asparagus	Turnips
"	17. Cherries	37. Raisins
"	18. Avocados	38. Health Food
"	19. Plums	Market
"	20. Furskins	39. Melons
"	21. Strawberries	40. Dried Beans
West Germany	1. Frozen Foods	
"	2. Pistachios	
"	3. AQUACULTURE - Potential Market	
"	4. Frozen Blueberries	
"	5. Chanterelle Mushrooms	
Singapore	1. Fresh Fruits	
"	2. Fresh vegetables	
"	3. Poultry, Meat and Fish	
"	4. Changing Food Shopping Habits	
"	5. Agricultural Air Cargo	
Japan	1. Popcorn	
	2. Maple Syrup	
Thailand	1. Apples	2. Cherries
	3. Raisins	3. Pears
	5. Nuts	
Canada	Structural Changes in Retail Grocery Product Marketing	

If you wish to order specific guides, please write or phone the following
 Division: USDA/Export Programs Division
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GUIDELINES FOR RESPONDING TO INQUIRIES

Based on comments from firms to Foreign Agricultural Service representatives abroad, there are two main reasons companies are unsuccessful in their attempts to develop trade relationships from opportunities presented--delays in responding to trade inquiries and ineffective correspondence. The following guidelines may prove helpful when responding to trade inquiries.

ALWAYS REPLY QUICKLY

USE TELEX. Telex is the communication mode expected by most foreign buyers. If more details are required, a brief telephone call is also an effective way to indicate your interest. delay gives the edge to your competition. unless otherwise specified by foreign inquiry, correspondence in English is acceptable.

ALWAYS RESPOND COMPLETELY

ON YOUR FIRM. Furnish bank and trade references, pertinent company history, and relevant exporting experience. It is also useful to mail a copy of your annual sales report. Establish your firm as a reliable source of supply.

ON YOUR PRODUCT. Supply complete product information. Use the metric system of measurement. American standard weights, measures and dimensions have little meaning in most overseas countries. When responding by mail, descriptive and illustrative brochures should be include, but not relied on, to do the whole selling job.

ON YOUR PRICE. Include full price information when possible, and a devivery date. Quote the price requested or a CIF price (cost, insurance, and freight) to a port in the inquirer's country. A freight forwarder will be able to help you determine insurance and freight prices for the products involed. Specific terms of payment should be clearly stated. Information provided should, whenever possible, be sufficient for the customer to place an order without the delay of further correspondence.

ALWAYS REPLY EFFECTIVELY

BE SPECIFIC. Ask specific questions to pinpoint buyer's needs. If the inquiry does not clearly specify products or services desired, let the buyer know what you have available. Do not neglect imprecise inquiries.

BE DISCRETE. Seek credit data from sources other than the overseas firm. Personal requests for credit information are considered discourteous in many countries. Such information is easily obtained from reliable and objective sources such as your bank's international department.

BE ORIGINAL. When replying by mail, do not use form letters. Form letters are frequently discarded by overseas buyers. Keep correspondence friendly and interesting. Avoid using slang. Create an impression of personal and exclusive interest.

BE ACCURATE. Check the correct address of the foreign firm, whatever mode of reply. When writing, do not discard the envelope until you are sure the complete address (including the country) is on the firm's letterhead. The return address should provide your company's full name and address, including "U.S.A.". After the zip code. Include your cable address and telephone number.

BE SMART. Do not disregard inquiries with less-than-perfect English. Quite possibly, it is a legitimate sales lead but the writer knows English only as a second language. Also, if the printing quality of the stationery does not meet standards you ordinarily expect, keep in mind that printing standards in your correspondent's country might be quite different. Despite first impression, the inquiry may be from a reputable, well-established firm.

FOLLOW-UP. If a reply is not received within a reasonable time, follow-up with a second telex. You may have missed the original export opportunity, But may still be able to begin a business relationship.

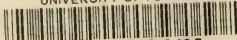
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